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# December 2010 Women's Edition

*Mission statement:*

*"The mission of the Missouri Women's Council is to promote the economic success of Missouri women by connecting them to information and resources"*



Jeremiah "Jay" Nixon  
Governor



David Kerr  
Director  
Department of Economic Development

## Missouri Women's Council Board Members 2010

### Board Chair

Michelle J. Word, Kansas City

Janet M. Bandera, O'Fallon

Christine J. Bierman, St. Louis

Senator Norma Champion, Springfield

Melodee Colbert-Kean, Joplin

Jacqueline Coleman, Jefferson City

Senator Rita Days, St. Louis

Michelle Esswein, St. Louis

Nicole Colbert-Botchway, St. Louis

Norma Nisbet, St. Louis

Representative Marilyn Ruestman, Joplin

Representative Rachel Storch, St. Louis

Karen Thornton, Sunrise Beach

Valerie White, St. Charles

Donayle Whitmore-Smith, St. Louis

## December's Featured Board Member

Christine Bierman  
St. Louis, MO



After a brief career as a secondary education teacher, Christine Bierman founded Colt SAFETY, Inc in 1980. Colt SAFETY warehouses & distributes personal protective equipment (PPE), and industrial supplies from its headquarters in St. Louis, MO and its Las Vegas warehouse.

Rapid growth in the early 1980's brought with it numerous small business awards including SBA "Woman's Business Advocate" and "Small Business Entrepreneur," U.S. Chamber of Commerce "Blue Chip Enterprise" and Business Journal "Fastest Growing Companies."

An advocate and public speaker for woman & diversity business enterprises, Christine was one of a handful of women to testify before Congress in 1989 on HR 5050 which birthed the Women's Business Ownership Act.

Christine was the first woman ever elected to the National Board of Directors of Safety Equipment Distributors Association (SEDA). She is past chairperson of Brentwood Economic Development Council, past President of the St. Louis Chapter of the American Society of Safety Engineers (ASSE) and has served on the Society's "Body of Knowledge" (BoK) task force.

As part of the United States SBA 50th anniversary, Christine was one of five women in the Nation to receive the 'Celebrating Women in Business Award.' And for their commitment to our Nation's defense while supporting two employees activated by 'Operation Noble Eagle' and 'Operation Iraqi Freedom,' the company received the 2004 DOD ESGR (Employers Support of the Guard and Reserve) 'FREEDOM award.'

Invited to be part of the largest privately funded construction project in America's history, MGM CityCenter, Bierman opened a branch of Colt SAFETY in Las Vegas, NV in 2006. Bierman's daughter Shannel Bierman is President of the operations in Las Vegas.

The company, selected as "One of St. Louis's Best Places to Work," has a mission to "protect America's workforce." Christine's personal mission is to be a positive resource to family, friends and staff. She measures success by "the lives we touch, the lives we change and those we see smile on our journey."





# Economic News You Can Use



## **State of Missouri Featured in Fortune Magazine**

Missouri is featured in the December edition of

Fortune magazine. A State of Change: In America's Heartland, Missouri is transforming itself into a center for biotechnology and sustainable businesses that can help the planet. To read the entire article [Click Here](#).

## **Missouri SBA Releases Final Women-Owned Small Business Rule to Expand Access to Federal Contracting Opportunities**

**New program will be available in early 2011 for small, women-owned firms**  
With the publication last week of a final rule in the Federal Register, the U.S. Small Business Administration (SBA) will begin implementation of its **Women-Owned Small Business (WOSB)** contracting program. The agency expects the program to be available for WOSBs in early 2011. The rule is part of the Obama Administration's overall commitment to expanding opportunities for small businesses to compete for federal contracts, in particular those owned by women, socially and economically disadvantaged persons and veterans. [Click Here for more information](#)

## **DED Releases State Jobs Report for November**

Missouri's unemployment rate remained unchanged during the month of November, according to data released today by the Missouri Department of Economic Development (DED). The state's seasonally-adjusted unemployment rate was 9.4 percent for November. For comparison, the U.S. seasonally-adjusted rate for the month increased to 9.8 percent after being at 9.6 for the previous two months. Missouri's non-seasonally adjusted unemployment rate increased to 9.2 percent in November, three-tenths of a point higher than in October, compared to the national rate of 9.3 percent.

<http://www.ded.mo.gov/News/NewsArticle.aspx?NewsId=480>



## **Governor Nixon's Small Business Loan Program**

Through Gov. Nixon's Small Business Loan Program, Missouri businesses with five employees or fewer may apply for loans of between \$2,500 and \$25,000. The loans are typically repaid over a ten-year term and at a low interest rate of 3 percent. Missouri businesses wishing to apply for one of the loans can go online to [www.ded.mo.gov/MOloan/index.htm](http://www.ded.mo.gov/MOloan/index.htm) to download an application.



# Cathy Brown

## First Female Director of FMDC



Cathy Brown  
Director of Facilities Management,  
Design and Construction (FMDC)  
State of Missouri

As the new Director of Facilities Management, Design & Construction, I have the responsibility of overseeing the State's real estate & leasing operation, state-owned and institutional facilities management, contract management, project management functions for all maintenance & repair/new construction projects statewide, the operating and leasing budgets, the capital improvements budget/oversight for all state agencies (excluding Conservation, Dept. of Higher Educ. and MoDOT), hazardous materials projects, energy management, space management and other various administrative functions.

FMDC is comprised of nearly 700 employees statewide. The Division's role is to provide asset management services and associated infrastructure to other state agencies by insuring facility needs always meet those agency's programmatic requirements. The Division oversees over 21 million square feet of space which includes approximately 3600 buildings. In addition, on the leasing side, the Division oversees almost 3.5 million square feet of leased space, which represents over 500 individual leases, statewide. As related to our leasing operation, we are diligently working to reduce the State's leasing expenditures by consolidating personnel from leased to state-owned space, renegotiating current leases and terminating leases where possible.

One of my primary focuses is the reduction in consumption of energy statewide. The Governor issued an Executive Order in 2009 that states energy consumption shall be reduced by 2% per year for the next 10 years, which we have exceeded thus far. Given FMDC is responsible for fuel and utility expenditures for the majority of state agencies we are always researching innovative and reasonable approaches to energy consumption reduction.

I am a graduate of the University of MO with BS and Master of Public Administration degrees. In early 1990, I began employment as a Project Manager with the Division of Design & Construction (before it merged with Facilities Management), continuing into 1998. From 1998 until 2007, I was the Assistant Director of the Construction & Maintenance Division with the Missouri State Highway Patrol. In 2007, I moved back to OA into the current Division of FMDC and worked as the Manager of the Capital Improvements Unit and was then promoted to Deputy Director of Administration & Planning in early 2009. In mid-July 2010, I was named Interim Director and then named the permanent Director in mid-October of this year.

Because FMDC provides a myriad of services within the Office of Administration, in order for it to be successful, a team effort is required by all of our employees. With that, I am very fortunate to work alongside excellent employees within the Division. It is with their assistance I have the opportunity to facilitate change, address challenges and continue moving the Division in a positive direction.

# Getting to Know

## Cathy Brown

### First Female Director of FMDC

#### **Which talent would you most like to have?**

*The ability to sing! I've played the piano since the age of 5 but can't carry a tune to save my life!*

#### **Who are your heroes in real life?**

*My parents. They are such strong supporters and have been a tremendous inspiration to me.*

#### **What is your motto?**

*Carpe Diem!*

#### **What are your hobbies?**

*Golf, spending time w/my 13-yr old daughter, working in the yard*

#### **What inspires you? And why?**

*It's so inspiring to me to watch people who are giving of their time and talents to help others less fortunate. Writing a check or giving cash, while necessary and thoughtful, is not the same as the giving of your time to other people. Our personal time, to me, is truly a gift we can all provide.*

#### **What has been your greatest accomplishment?**

*Without a doubt, being a single mother to a wonderfully bright, beautiful daughter.*

#### **What advice would you want to share with other women wanting to pursue a non-traditional career?**

*As with any goal, you must always think positive and work hard. With non-traditional goals, you must have a greater level of self-confidence and harden yourself to those who may try to sabotage your dreams and aspirations. Prove your abilities by doing more than what's expected, be decisive and always do the absolute best job possible, every day. Learn all that you can learn and diversify your experience. Eventually, your abilities, work ethic and positive attitude will help guide you to new levels in your career.*

*Being the first female Director of FMDC has given me a great opportunity to teach my own daughter her gender should never be an impediment to her many future goals.*



# Business Trainings and Job Fairs

**January 5th, 2011**

**Understanding Financial Statements**

Location: Kansas City

[Click Here for more information](#)

**January 6th, 2011**

**Winning Government Contracts**

Location: Kansas City

[Click Here for more information](#)

**January 6th, 2011**

**Understanding Financial Statements**

Location: Jackson

[Click Here for more information](#)

**January 7th, 2011**

**Starting a Small Business**

Location: Joplin

[Click Here for more information](#)

**January 11th, 2011**

**Starting a Business**

Location: Trenton

[Click Here for more information](#)

**January 12th, 2011**

**How to Control Cash Flow**

Location: Kansas City

[Click Here for more information](#)

**January 12th, 2011**

**Building the Ultimate Business Plan**

Location: Springfield

[Click Here for more information](#)

**January 13th, 2011**

**Profit Mastery**

Location: Rolla

[Click Here for more information](#)

**January 13th, 2011**

**Building a Business Plan**

Location: Springfield

[Click Here for more information](#)

**January 13th, 2011**

**Starting a Small Business**

Location: Springfield

[Click Here for more information](#)

**January 13th, 2011**

**How to Control Cash Flow**

Location: Jackson

[Click Here for more information](#)

**January 14th, 2011**

**Starting & Managing a Business**

Location: Lees Summit

[Click Here for more information](#)

**January 14th, 2011**

**Small Business Roundtable**

Location: St. Louis

[Click Here for more information](#)

**January 18th, 2011**

**FastTrac NewVenture**

Location: Saint Peters

[Click Here for more information](#)

**January 19th, 2011**

**Quickbooks for Your Business**

Location: Springfield

[Click Here for more information](#)

**January 19th, 2011**

**Predicting Future Cash Needs**

Location: Kansas City

[Click Here for more information](#)

**January 19th, 2011**

**Supervisory 101**

Location: Sedalia

[Click Here for more information](#)

**January 19th, 2011**

**Predicting Future Cash Needs**

Location: Jackson

[Click Here for more information](#)

**January 20th, 2011**

**Understanding Financial Statements**

Location: Springfield

[Click Here for more information](#)

**January 20th, 2011**

**Introduction to Quickbooks Pro**

Location: Mexico

[Click Here for more information](#)

**January 20th, 2011**

**Basics of Writing a Business Plan**

Location: Marble Hill

[Click Here for more information](#)

**January 24th, 2011**

**Starting a Business**

Location: Saint Peters

[Click Here for more information](#)

**January 25th, 2011**

**Basics of Writing a Business Plan**

Location: Saint Peters

[Click Here for more information](#)

**January 27th, 2011**

**How to Control Cash Flow**

Location: Springfield

[Click Here for more information](#)

**January 27th, 2011**

**Winning Government Contracts**

Location: Blue Springs

[Click Here for more information](#)

**January 28th, 2011**

**Starting & Managing a Business**

Location: Warrensburg

[Click Here for more information](#)







# Business Trainings and Job Fairs

**February 1st, 2011**

**Intro to Quickbooks Pro**

Location: Osage Beach

[Click Here for more information](#)

**February 2nd, 2011**

**Exploring Entrepreneurship**

Location: Columbia

[Click Here for more information](#)

**February 2nd, 2011**

**Building the Ultimate Business Plan**

Location: Springfield

[Click Here for more information](#)

**February 3rd, 2011**

**Winning Government Contracts**

Location: Kansas City

[Click Here for more information](#)

**February 4th, 2011**

**Starting a Small Business**

Location: Joplin

[Click Here for more information](#)

**February 8th, 2011**

**FastTrac® NewVenture™**

Location: Kansas City

[Click Here for more information](#)

**February 9th, 2011**

**Small Business Academy**

Location: Jefferson City

[Click Here for more information](#)

**February 9th, 2011**

**Basics of Writing a Business Plan**

Location: Kansas City

[Click Here for more information](#)

**February 10th, 2011**

**Human Resources Basics for Small Business Owners**

Location: Columbia

[Click Here for more information](#)



**February 10th, 2011**

**Predicting Future Cash Needs**

Location: Springfield

[Click Here for more information](#)

**February 11th, 2011**

**Starting & Managing a Business**

Location: Lees Summit

[Click Here for more information](#)

**February 11th, 2011**

**Small Business Roundtable**

Location: Saint Louis

[Click Here for more information](#)

**February 15th, 2011**

**Basics of Writing a Business Plan**

Location: Sedalia

[Click Here for more information](#)

**February 16th, 2011**

**Small Business Academy**

Location: Jefferson City

[Click Here for more information](#)

**February 16th, 2011**

**Understanding Financial Statements**

Location: Joplin

[Click Here for more information](#)

**February 16th, 2011**

**Starting a Small Business**

Location: Jefferson City

[Click Here for more information](#)

**February 17th, 2011**

**Winning Government Contracts**

Location: Blue Springs

[Click Here for more information](#)

**February 17th, 2011**

**FastTrac-Listening to Your Business**

Location: Kansas City

[Click Here for more information](#)

**March 11, 2011**

**UMSL Spring Internship & Job Fair**

Friday, March 11, 2011

10:00 am - 2:00 pm

Mark Twain Building

University of Missouri-St. Louis

[Click Here for more information](#)





## In Every Issue Business Resources

### **Missouri Business Portal**

An online resource as a single point of entry for business registration, filings, licenses, and permits for doing business in the State of Missouri. [Click here for more information.](#)

### **Missouri Business Development Programs**

The Missouri Small Business & Technology Development Center (MO SBTDC) successfully assists more than 10,000 businesses with business start-up and training workshops. Visit [www.missouribusiness.net](http://www.missouribusiness.net).

### **Missouri Catalog of State Assistance Programs**

Provides detailed information about state grants, loans and assistance programs and how to apply for them. [Click here for more information.](#)

### **Missouri Department of Economic Development Programs for Business**

The Missouri Department of Economic Development offers a listing of programs for businesses. For a full listing, please [click here](#).

### **Missouri Enterprise Business Assistance Centers (MEBAC)**

MEBAC's mission is to help small businesses enhance productivity, expand production, increase sales and improve profitability. Visit [www.missourienterprise.org](http://www.missourienterprise.org) or call toll free at (800) 956-2682.

### **Missouri Linked Deposit Program**

The Big Missouri Linked Deposit Program is administered through the state treasurer's office to enable financial institutions to make low-cost loans to businesses and farms to create jobs and help Missouri's economy grow. Visit [www.treasurer.mo.gov/LinkedDeposit.asp](http://www.treasurer.mo.gov/LinkedDeposit.asp).

### **MOSourceLink**

MOSourceLink connects small business owners with a network of nonprofit resource organizations that provide business-building services. Visit [www.mosourcelink.com](http://www.mosourcelink.com) or call toll-free at (866) 870-6500.

### **Missouri Procurement Technical Assistance Centers (MO PTAC)**

MO PTAC's mission is to assist businesses—including small, disadvantaged and women owned firms—in obtaining federal, state and local government contracts. Visit [www.missouribusiness.net/PTAC](http://www.missouribusiness.net/PTAC)

### **Missouri Small Business Regulatory Fairness Board (SBRFB)**

The SBRFB provides a key interface between state regulatory agencies and affected small businesses. For more information, please [click here](#).

### **Missouri Small Business and Technology Assistance Centers (MO SBTDC)**

MO SBTDC is focused on strengthening the technological competitiveness of Missouri's businesses. Visit [www.missouribusiness.net/fast](http://www.missouribusiness.net/fast).

### **Missouri Women's Council**

Provides information and resources regarding business, education and career development to Missouri's women. Visit [www.womenscouncil.org](http://www.womenscouncil.org) or call toll free at (877) 426-9284.

### **MoFAST: SBIR/STTR Program**

Help for entrepreneurs and small businesses seeking federal funding for technology and life sciences businesses, products, research and development. Visit [www.mofast.net](http://www.mofast.net).

### **Office of Administration—Office of Equal Opportunity**

OEO's mission works to assist women and minorities in developing opportunities to contract with the state, economically empowering traditionally underserved communities and improving the overall fiscal vitality of the State of Missouri. Visit [www.oa.mo.gov/oeo](http://www.oa.mo.gov/oeo) or call toll free (877) 259-2963.

### **SBA— Small Business Administration**

The SBA links entrepreneurs with resources, services and support specifically designed for small business needs. Visit [www.sba.gov](http://www.sba.gov) or call toll free at (800) U ASK SBA.







In Every Issue-

# Women's Resources

## **National Association of Women Business Owners**

NAWBO is a dues-based national organization representing the interests of all women entrepreneurs in all industries. Membership is open to sole proprietors, partners and corporate owners with day-to-day management responsibility.

Phone: (800) 556-2926

Website: [www.nawbo.org](http://www.nawbo.org)

## **National Women's Business Council**

The Council's mission is to promote initiatives, policies and programs designed to support women's business enterprises at all stages of development in the public and private sector marketplaces, from start-up to success to significance.

Website: [www.nwbc.gov](http://www.nwbc.gov)

## **eWomenNetwork, Inc.**

eWomenNetwork, Inc. is committed to helping women and their businesses achieve, succeed and thrive in the new economy. Their goal is to help female business owners and professionals achieve their goals.

Website: [www.eWomenNetwork.com](http://www.eWomenNetwork.com)

## **Women Impacting Public Policy, Inc. (WIPP)**

A national nonpartisan public policy organization that advocates for and on behalf of women and minorities in business in the legislative process of our nation, creating economic opportunities and building bridges and alliances to other small business organizations.

Website: [www.wipp.org](http://www.wipp.org)

## **Career Education Coordinators**

Network of professionals focusing on nontraditional careers as well as providing information and expertise in career awareness, exploration and planning for various audiences.

Website: [www.missouricareereducation.org](http://www.missouricareereducation.org)

## **Women's Business Enterprise National Council (WBENC)**

Dedicated to advancing the success of Corporate Members, certified women's business enterprises, and government entities in partnership with its Regional Partner Organizations (RPOs)

Website: [www.wbenc.org](http://www.wbenc.org)

## **Missouri Child Care Resource and Referral Network**

The Missouri Women's Council recognizes that often times women in business and workforce may encounter barriers accessing quality child care. This organization coordinates the activities of the eight child care resource and referral agencies that serve all 115 counties in Missouri.

Website: [www.mocccrn.org](http://www.mocccrn.org)

## **Women's Business Development Center**

The largest women's business assistance center in the United States. Nationally and internationally recognized for responsive, innovative, and effective programs and advocacy efforts. Delivers business services and financial assistance to empower women towards entrepreneurship and economic self-sufficiency.

Website: [www.wbdc.org](http://www.wbdc.org)

## **Winning Women**

Winning Women works to foster economic growth and provide leadership in developing and supporting our future workforce. Education and mentoring opportunities focus on traditional and non-traditional occupations and apprenticeships in the private and public sectors. Website: [www.winningwomen.net](http://www.winningwomen.net)

## **Caring Communities**

A "partnership" that enables community and school leaders to define priorities and agendas based on each community's needs, assets and vision. By developing community-based supports and services, the aim is to enhance the well-being of children, which is inseparable from the well-being of their families and the stability and economic viability of the communities where they live.

Website: [www.mofact.org](http://www.mofact.org)

## **WPO Women Presidents' Organization**

The WPO is a non-profit membership organization for women presidents of multimillion-dollar companies. Members of the WPO take part in professionally facilitated peer advisory groups in order to coax the 'genius out of the group' and grow their businesses to the next level.

Website: [www.womenpresidentsorg.com](http://www.womenpresidentsorg.com)

## **Missouri Career Centers**

Located in communities across the state and represent a unique partnership of employment and training organizations that reflect the specific needs in each local community. These resource areas are equipped with computers, fax machines, and telephones that operate similarly to a public library.





## Upcoming Events and Programs

### **State of St. Louis 2011**

January 7th, 2011

Hear what is in store for the St. Louis metropolitan area in 2011.

[www2.bizjournals.com/stlouis/calendar](http://www2.bizjournals.com/stlouis/calendar)

### **NAWBO-KC**

Presents Sean Stormes

"Speed to Revenue"

January 11th, 2011

Kansas City, MO

[www2.bizjournals.com/kansascity/calendar/event](http://www2.bizjournals.com/kansascity/calendar/event)

### **6th Annual Women's Conference**

St. Louis Business Journal

January 19th, 2011

St. Louis, MO

[www2.bizjournals.com/stlouis/calendar](http://www2.bizjournals.com/stlouis/calendar)

### **Vendor Outreach Workshop for Women Owned Small Businesses**

January 21st, 2011

Description: The Office of Small and Disadvantaged Business Utilization of the Department of Interior is hosting a Vendor Outreach Workshop for women owned businesses in the National Capitol region of the United States that are interested in doing business with the Department. This outreach workshop will review market contracting opportunities for the attendees. Business owners will be able to share their individual perspectives with Contracting Officers, Program Managers and Small Business Specialists from the Department. Register online at [www.doi.gov/osdbu](http://www.doi.gov/osdbu)

### **Missouri Economic Development Council's 2011 Winter Conference**

February 7th-8th, 2011

Jefferson City, MO

[www.showme.org/registration/index.htm](http://www.showme.org/registration/index.htm)

### **InvestMidwest 2011**

March 30-31, 2011

Kansas City, Missouri

Provides access to capital for emerging, privately held companies and promotes entrepreneurship, business growth and expansion in the region. Businesses will present their ideas to investors in three industry tracks: life sciences, IT/general business and alternative energy/cleantech. To receive preferential consideration, **apply by Nov. 12**. Go to [InvestMidwest](http://InvestMidwest) for application details.

### **12th Annual U.S. Department of Energy Small Business Conference & Expo**

May 10th, 2011—May 12th, 2011

Sponsor: U.S. Department of Energy  
Kansas City, MO

[www2.bizjournals.com/kansascity/calendar/event](http://www2.bizjournals.com/kansascity/calendar/event)

### **53rd Annual Governor's Conference on Economic Development**

September 21-23, 2011

University Plaza Hotel &  
Convention Center  
Springfield, MO

<http://www.ded.mo.gov/Conference/GovConference.aspx>





# Missouri Women's Council



The Missouri Women's Council was established in 1985 by the State's 83rd General Assembly to identify and address issues affecting the economic and employment status of women in Missouri.

The first name of the council was the Missouri Council on Women's Economic Development and Training (MCWEDT). The name was changed to the Missouri Women's Council in 1994.

It is the intent of the Missouri Women's Council to work closely with other agencies and community-based organizations to build awareness, educate, promote opportunities for, and enhance the lives and well being of Missouri women business owners and women in the workforce.

The Missouri Women's Council offers information and resources on starting your Own Business, Women in Business, Finding a Great Job, Upgrading Your Skills, and Obtaining State Contracts.

The Council is an agency within the Department of Economic Development. The bipartisan Council is comprised of 15 members: 11 appointed by the Governor, 2 Missouri State Senators, and 2 Missouri State Representatives with the chair appointed by the governor. An Executive Directors is appointed to serve the Missouri Women's Council and the women of Missouri.

**Follow us on Twitter!**  
**@MOWomensCouncil**

## Missouri Women's Council's Women Owned Business (WOB) Network

### *Helping Women-Owned Businesses Succeed in Missouri*

Becoming a member of the WOB Network can help women-owned business owners find and interact with each other, as well as highlight the goods and services their businesses provide. Register for free, online at [www.wobnetwork.mo.gov](http://www.wobnetwork.mo.gov)

To subscribe or unsubscribe to the Women's Edition, please [click here](#).